



EXCEL [®]
INTERNATIONAL, INC.

OUR HERITAGE

Since 1990

Excel Group



Registered Trade Marks - All Rights Reserved- www.excelinternational.com

Contents

1.	<i>Our Heritage – A Quick Visit to Excel life’s Milestones</i>	3
2.	<i>One of the Prerequisite of any Sucess Story is:</i>	4
3.	<i>The First Excel Trade Deal under Excel’s Brand</i>	5
4.	<i>Acknowledgment By USA President George Bush</i>	6
5.	<i>President Bush’s Public Speech acknowledging Excel</i>	7
6.	<i>USA Export Achievement Award</i>	8
7.	<i>ASIA NOW Certificate of Achievement for Trade</i>	9
8.	<i>Nomonee of OTC Invention of the year 2003</i>	10
9.	<i>Continue: Nomonee of OTC Invention of the year 2003</i>	11
10.	<i>Business Times Cover Page</i>	13
11.	<i>Washington Business Journal - Growth Strategies</i>	15
12.	<i>Forbes Magazine - Now’s the Time for “ASIA NOW”</i>	17
13.	<i>U.S. Chamber of Commerce: Faces of Trade</i>	19
14.	<i>Voice of America</i>	20
15.	<i>Saudi Arabia: Fahad University Recomendation</i>	21
16.	<i>One of 15 USA companies to advise the USA Deaprtment of Commerce</i>	22
17.	<i>Reffered In Trade Books such as “Import Export” By Dr. Carl A. Nelson</i>	23
18.	<i>Aquasphere</i>	24
19.	<i>The First Units Ever Build</i>	25
20.	<i>Egypt Achievement Award from the Ministry of Defense</i>	26
21.	<i>Signing Cermoney of The Asian Reginal Center</i>	27
22.	<i>USA Trade Mission to Mexico</i>	28
23.	<i>Honduras (After Hurricane Mitch)</i>	29
24.	<i>EKONLAGA of Singapore</i>	30
25.	<i>Malay News Report</i>	31
26.	<i>Japanese Press</i>	32
28.	<i>AQC1500</i>	33
29.	<i>AQC30</i>	34
30.	<i>Aquasphere-Mobile Military Series</i>	35
31.	<i>Water Finder Production Line</i>	36
32.	<i>Aquasphere Production Facility</i>	37



1. Our Heritage – A Quick Visit to Excel life’s Milestones

To all my great partners, associates, employees, supporters, clients, customers, potential customers:

We are pleased to introduce a very small portion of our heritage; a heritage that has been build through endless hours of hard work; some days took a toll on us and some were for sure rewarding.

What you will be going through in this Heritage page is just some of the rewarding ones that shaped us to create Excel and what she grow up to be.

We would love to present more of these rewarding days through out the last 27 years, however we feel that our journey didn’t end yet nor it will ever, thus the best way to win and continue winning the fight is to never feel that you are a winner.

Our goals and missions is still far from being reached and achieved so one way to reach it is to look forward and never look backwards even if the past is a rosy as it was.

For now, we would like to close this paragraph with Excel’s Founder, Mr. Hisham Fawzi, quote:

Hisham Fawzi > Quotes > Quotable Quote

“The second you think that you are something is the same second you confirm that you are nothing”

– Hisham Fawzi

Thank you for taking the time to explore Excel’s life

With our very best wishes

2. The Prerequisite of any Success Story is:

“The decision to commit in giving up your own soul to the Journey that you are about to start”

The First Step was buying this “STEPVAN” for \$500.00 !!

make me wonder its condition!!

New York City - February 1986



3. The First Excel Trade Deal under Excel's Brand

“SeaKing Tuna” – 1990

(Before the banning of showing the Tuna fish image on any packaging)



4. Acknowledgment By USA President George Bush

In a public speech – April 2002



*to His Highness Best wishes
Ayman Zil*

5. President Bush's Public Speech acknowledging Excel

April 4th 2002 (Marked by yellow)

President Calls on Senate to Pass Trade Promotion Authority

Remarks by the President on Trade Promotion Authority

Benjamin Franklin Room

the Department of State

[Policy in Focus: International Trade](#)

1:15 P.M. EST

THE PRESIDENT: Well, thank you, Mr. Secretary. I'm glad I caught you before you packed your bags. (Laughter.) This morning, I sent the Secretary on a very important mission, a mission of peace. And there's no doubt I sent a great man to go accomplish that mission. I'm proud of your service to our country, Colin, and thank you for inviting us to this beautiful hall.

Open Quote: "The other thing that's interesting about trade, is people think about trade and they think, well, trade is only good for big companies, only the multinational companies benefit from trade. I don't believe that's true. I know that since the role of governments to create an environment in which the entrepreneur can flourish and realize his or her dreams, that trade opens up opportunities for the entrepreneur. And here's one example.

Excel Holdings is a company based in Leesburg, Virginia. We've got the owner here, which I'm about to name him here pretty quick. And I can see his wife and two -- and son and daughter, I might add. Their job -- let me just say, last year, they signed a \$35 million contract with a Mexican distributor. Excel's product serves an important purpose, as it can produce up to 5,000 gallons of purified drinking water each day.

Today, Excel maintains distributors in 13 countries. The owner, a fellow who came to the United States from Egypt, Hisham Fawzi, he's with us. Hisham, thank you for coming. Here's a guy who had a dream, he wanted to build and own his own company. That's an important part of the American experience, owning your own business, coming up with a good idea and working hard to see to it that the good idea works.

His idea, obviously, included markets around the world. In order for his business to succeed, he needed trade in more markets. There are thousands of entrepreneurs in America who benefit from trade. Trade is not just good for mega-corporate America. Trade is very good for farmers and ranchers and entrepreneurs, like our guest here today. I want to thank you for coming and thank you for working hard to realize the American Dream. And good luck in your business. (Applause.)" **Close Quote**

6. USA Export Achievement Award

Presented by Donald Evens Secretary of Commerce and Congressman Wolf of Virginia.



7. ASIA NOW Certificate of Achievement for Trade

Mrs. Maria Chino – Deputy Secretary to the USA Department of Commerce
Location: Singapore



8. Nomonee of OTC Invention of the year 2003

http://www.enme.umd.edu/news/news_story.php?id=1468

1/19/10 1:25 PM



Expand All | Collapse All

[Home](#)

[About Us](#)

[News and Events](#)

[Undergraduate](#)

[Graduate Program](#)

[Faculty & Staff](#)

[Research](#)

[Alumni](#)

[Contact Us](#)

[Clark School](#)

search



[UMD](#)

[ENME](#)

■ Profs. Balachandran and Sandborn Winners of OTC Invention of the Year Competition

Mechanical Engineering Professors Balakumar Balachandran and Peter Sandborn were the winners of two of the three Office of Technology Commercialization (OTC) Invention of the Year Awards. These awards are granted in the Information Sciences, Physical Sciences, and Life Sciences.

Prof. Balakumar Balachandran was the winner of the Physical Science Invention of the Year. Vibration can adversely affect the performance of all kinds of complex structural and mechanical systems, including everything from aircraft and automobiles to household appliances to theaters. For example, in automobiles, aircraft and ships, vibration may cause fatigue damage, while in theaters it may be the source of a noisy environment. As a result, vibration sensors that can measure accelerations, velocities and acoustic pressure are in great demand for many industrial, defense and commercial applications.

Dr. Balachandran, an associate professor in the Department of Mechanical Engineering, and graduate student researchers Miao Yu and Moustafa Al-Bassyouni have developed a new fiber optic sensor system for acoustic, pressure and acceleration measurements of vibration. Some of the advantages of this new system include its high sensitivity level; its ability to be miniaturized to the fiber optic diameter-level for micro-electromechanical systems, or MEMS, applications; and its remote sensing capabilities.

This patent-pending system can be developed into a fiber tip-based microphone, velocity sensor, accelerometer sensor and fiber optic acoustic intensity sensor. Its applications range from aerospace to architecture. Specific applications include acoustic emission measurements in computer hard disk drives; pressure measurements for ignition chambers of automobiles; integrated distributed pressure sensor arrays for smart wing structures; distributed acoustic pressure array panels for acoustic measurement in concert halls and conference rooms; health monitoring technologies; and background noise suppression systems in automotive telematics.

The inventors have received a Maryland Technology Development Corporation, or TEDCO, grant for \$50,000 to further research and develop enhancements to the technology for commercialization. OTC is in the process of licensing this platform technology to a new, local University of Maryland start-up company.

Other ME inventions in the physical science category were "Method of Manufacturing Microfluidic Channels" developed by Asst. Prof. Elisabeth Smela and Guido Zuccarello; "Transcritical Vapor Compression Cycles with Work-Extracting Expansion Devices" by Prof. Reinhard Radermacher, Yun-Ho Hwang, and Hans-Joachim Huff; "Integrated Refrigerant Expansion Valve" by Assoc. Prof. Don DeVoe and David Yashar; "Flooded Evaporator

Current Headlines

[Clark Named a "Washingtonian of the Year"](#)

[CECD Holds First Symposium on Traumatic Brain Injury](#)

[Clark School Draws From #1 System \(Again\)](#)

[Wang Receives ASME Award](#)

[Balachandran Elevated to Fellow Status](#)

[UM Rises Again Among Best Values](#)

[Pines, Balachandran Named AIAA Fellows](#)

[Martin Hall Participates in EnergyWise UM Pilot](#)

[Lyles to Speak at Commencement](#)

[ME Senior Lands Her First "Real" Job](#)

Page 1 of 3



9. Continue: Nomonee of OTC Invention of the year 2003

http://www.enme.umd.edu/news/news_story.php?id=1468

1/19/10 1:25 PM

Assoc. Prof. Don DeVoe and David Yashar; "Flooded Evaporator Integrated with Accumulator" by Prof. Reinhard Radermacher, Yun-Ho Hwang, Vikrant Aute, Tim Dickson, and Ian McGregor; and "Production of Water from Air" by Prof. Reinhard Radermacher and Hisham Fawzi.

Prof. Peter Sandborn was the winner of the Information Science Invention of the Year. The life cycles of many electronic parts are often significantly shorter than the life cycles of the products in which they are used. A part becomes obsolete when it is no longer manufactured, either because demand has dropped to such low levels that it is not practical for manufacturers to continue making it, or because the materials or technologies necessary to produce it are no longer available. If system or product has a long life but is not a driving force in the market for its electronic parts, then there is a high likelihood of a lifecycle mismatch between the system or product and those electronic parts. These life-cycle mismatches can result in high maintenance costs for long-life systems.

Peter Sandborn, an associate professor in the Department of Mechanical Engineering, and Pameet Singh, a graduate student researcher, have developed a new methodology for determining the optimum design refresh (redesign) schedule and strategy for long-life electronic systems based on future production projections, maintenance requirements, and parts obsolescence forecasts. The methodology, called Mitigation of Obsolescence Cost Analysis, or MOCA, is the first of its type for parts-obsolescence-driven refresh scheduling and optimization.

Based on a detailed cost analysis model, MOCA determines the optimum design refresh plan during the field support life of the product. The plan consists of the number of design refresh activities and their respective calendar dates and content in order to minimize the life-cycle sustainment costs of the product. The methodology supports user-determined, short- and long-term obsolescence mitigation approaches on a per-part basis and variable look ahead times associated with design refreshes. MOCA also presents a mix of obsolescence mitigation approaches ranging from lifetime buys to electronic parts substitutions.

The methodology has been demonstrated on Honeywell International's Full Authority Digital Electronic Controller, which is a long-life, low-volume, safety-critical component used in engines for regional jets.

Another ME invention in the physical science category was "Process Planning Software for 3D Replication of Scanned Objects" by Assoc. Prof. Satyandra K. Gupta, Mandar M. Chincholkar, Rohit Kumar, Alok Priyadarshi, and Zhiyang Yao.

The OTC at the University of Maryland was established in 1986 to facilitate the transfer of information, life and physical science inventions developed at the university to business and industry. In the past 16 years, OTC has recorded more than 1115 technologies, secured more than 180 patents and licensed more than 600 technologies, generating more than \$20.8 million in technology transfer income. In addition, more than 30 high-tech start-up companies have been formed based on technologies developed at the university.

Page 2 of 3



U.S. Department of Commerce: Recommendation Letter



Northern Virginia U.S. Export Assistance Center
U.S. Department of Commerce
1401 Wilson Blvd., Suite 1225
Arlington, VA 22209
Tel: (703) 235-0331
Fax: (703) 524-2649
www.export.gov

November 15, 2005

Dear Sir/Madam,

Hisham Fawzi, President of Excel Holdings, has been a client of the U.S. Department of Commerce/U.S. Commercial Service Export Assistance Center in Arlington, Virginia since 1998. Excel Holdings, located in Leesburg, VA, exports a patented line of machines that convert moisture from air into drinkable water. For the past 8 years, the U.S. Commercial Service has been working closely with Excel Holdings to develop its export sales and distribution networks overseas. Excel Holdings has been a frequent user of our Gold Key Service, which identifies international buyers and distributors overseas. As a result of a 2003 Gold Key Service in Singapore, Excel Holdings signed a very successful distributorship agreement that covers six countries in Asia. Mr. Fawzi also participated in a 2001 Virginia trade mission to Mexico that I co-led with the State of Virginia/Virginia Economic Development Partnership. The U.S. Commercial Service has awarded Mr. Fawzi with several export achievement awards over the years, including a 2001 Export Achievement Certificate presented to Excel Holdings by Congressman Frank Wolf and the U.S. Secretary of Commerce Donald Evans. In 2003, the Assistant Secretary of Commerce and Director General of the U.S. Commercial Service, Maria Cino, presented Excel Holdings with a Director General/Asia Now Award for achievements in exporting to Asia. President George W. Bush also recognized Mr. Fawzi's export achievements in a 2002 White House Press Briefing about the importance of Trade Promotion Authority.

Excel Holdings continues to be an active client of the U.S. Commercial Service and it has been a pleasure working with Mr. Fawzi on Excel Holdings' export endeavors. Please do not hesitate to contact me if you have any questions pertaining to our work experience with Excel Holdings.

Sincerely,

April K. Redmon
Senior International Trade Specialist

Your Global Business Partner

10. Business Times Cover Page
March 11, 2003

81

BUSINESS TIMES

S I N G A P O R E

TUESDAY, MARCH 11, 2003

Wringing water from air: the battle heats up

US firm Excel wades in with two types of machines

By Yang Razali Kassim [SINGAPORE] The competition to make drinking water out of thin air in Singapore has just gotten fiercer.

If Sesdaq-listed Hyflux had ambitions to be the only player in the field, it's unlikely to happen. Hyflux announced in January that it had acquired a stake in a United States company, Air 2 Water, to make water out of air, using a machine called Aquosus.

But even before Aquosus could hit the streets, another US company, Liquid Air Inc, announced that it had already been producing and selling a similar water-making machine.

Now, another US company, Excel Holdings Inc, has entered the fray with its WaterFinder. And its founder, Hisham Fawzi, has the support of no less than President George W. Bush.

Last April, the US leader, pushing for Senate support of the White House's Trade

Promotion Authority, cited Mr Hisham and his firm as an example of how even small US companies could benefit from freer trade around the world.

Last week, Excel entered the Singapore market with a bang. It was one of a few companies showcased by the US Foreign and Commercial Service (USFCS) — a government agency — in its drive to get American SMEs to move in a bigger way into Asia.

Mr Hisham, a naturalised American, was given an Export Achievement Award at the first-ever gathering — in Singapore — of USFCS officers from the agency's various Asian offices.

In an interview with BT, Mr Hisham declined to be drawn into any discussion about Hyflux or the competition that he would face.

"In the US, we believe strongly in competition. Competition is healthy for the producers and for R&D. It's also good for the consumer," Mr Hisham said.

But his self-effacing manner masked a keen awareness that Excel's en-



Mr Hisham: *The air that you breathe is also the air that you drink, says the founder of Excel about his company's WaterFinder which makes potable water out of thin air*

try into the Singapore market will inevitably upset the apple cart somewhat in the fledgling water resource business here.

Excel's WaterFinder is a little mean machine, the size of a cooler, that makes water out of thin air. Yes, water of out air. "The air that you breathe is also the air that you drink," Mr Hisham said matter-of-factly about the WaterFinder.

As he spoke, he handed me a glass of cool, clean water that two hours ago was plain air from the hotel room. An air filter in the machine removed the moisture before a filtration system purified it.

I took a sip, then two, and then more. It tasted nicer than tap water, I thought, even a tad sweeter.

The WaterFinder has been approved by health authorities in the US and the Productivity and Standards Board in Singapore.

Excel's entry is yet another example of how the economic landscape in Singapore is changing, as more free trade agreements emerge.

It is true that Singapore companies will have a leg-up in the huge North American market when the US-Singapore Free Trade Agreement comes into force by early next year.

But the reverse is equally true. Hundreds, if not thousands more American SMEs like Excel would rush in, giving Singapore firms a run for their money.

Continued on Pg 2



Ossia's Goh brothers run tight ship
The Achievers, Pg 2

M'sia-India ties strained
Pg 2

POOR VALUE in real estate companies
Pg 10



Potable water machines

Continued from Pg 1

Excel's machines are proving to be popular in the Middle East.

And back in April 2001, Mr Hisham had appointed a Singapore distributor, HLM Holdings International Pte Ltd, to penetrate the two huge Asian markets of China and India.

It won't be long before he sets his sights on Indonesia and Malaysia as well.

Mr Hisham was born and raised in Alexandria, Egypt, where life was hard, and people had to fight for a place in the queue to fetch water from the public tap.

When he grew up, he travelled around the world and saw how many countries have to struggle with their water problems.

He was convinced that water would be a big problem one day for many countries. "That's why I started selling water filters in 1988. It's more than the money. I

wanted to do something to help," he said.

He then moved to the US and settled down. In 1997, he was introduced to Richard Ehrlich, the American inventor and patent holder of a water-making machine. In September that year, Mr Hisham bought over the exclusive rights to make and distribute the machine.

With the help of the University of Maryland, Mr Hisham further developed the technology and secured additional patents. In May 2001, he signed up Whirlpool Corp, one of the world's largest appliance manufacturers, to mass produce the water-maker, which comes in two main models.

The WaterFinder is a handy, personal unit. It can make five gallons of drinking water a day.

With the help of a refrigeration system, it extracts moisture from the air and condenses it. An air filter ensures that the water is

kept dust and gas-free. The unit can last up to seven years. It can be powered by electricity, gas or diesel. Solar-powered versions are also being developed.

A bigger unit for industrial use, using the same technology, is called the Aquasphere. It can make up to 10,000 gallons of purified water a day.

Will Cho Ye

■ *Continued from Pg 1*

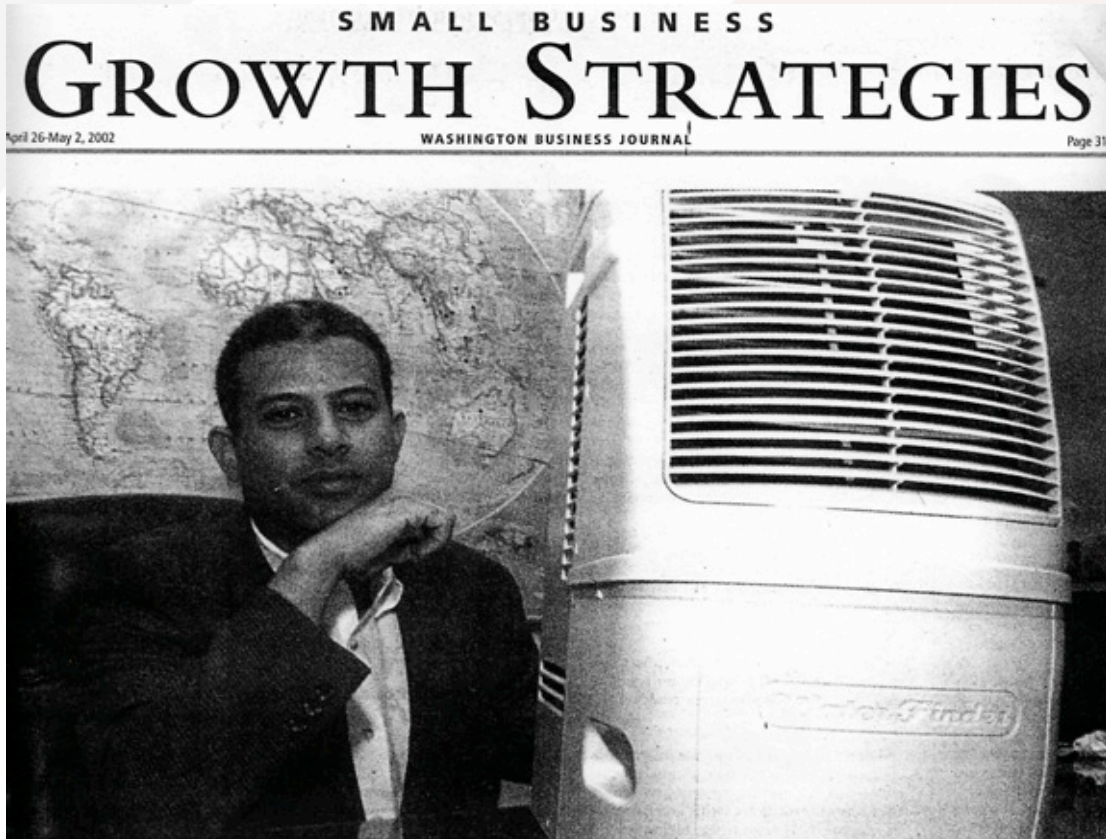
The Philippine Congress, which works in a way that blends the American penchant for litigation with Spanish sense of pride, could resort to drastic action if Mr Wee decides not to appear before its committee.

"Today it's a polite request. Tomorrow it might be a subpoena to appear before court," said a Filipino lawyer.

A subpoena issued in the Philippines might have little effect in Singapore. Indeed, Mr Wee could proba

11. Washington Business Journal - Growth Strategies

April 26 2002



Hisham Fawzi of Excel Holdings in Leesburg has found a global market for his creation, the WaterFinder, which condenses drinkable water from the humidity in the air.

Going global

Exporting offers world of opportunities for small companies

BY TIMOTHY MAZZUCCA, CONTRIBUTING WRITER

Some small businesses bite off a larger market share than they can chew. Others take nibbles at an industry and never reach their full potential.

The lucky ones, thanks to well-polished business plans, sink their teeth into a piece of a market that is a perfect mouthful.

WATER FROM AIR

Hisham Fawzi, founder of Excel Holdings in Leesburg, created something that has international interest. Fawzi developed WaterFinder (www.excelwatersystems.com), which is a modified dehumidifier that produces drinkable water

from humidity. Depending on the amount of humidity, Excel's WaterFinder can produce five gallons of water per day.

Fawzi came up with the concept in 1997, when everyone was starting to ride shotgun on the crowded bandwagon of Internet hopefuls. He wanted to make something that would produce something people can't live without.

"I started looking at what human beings need, like food, water, raw materials," Fawzi says, "and water is the most important."

For the next four years, he developed and produced a prototype, refined his business plan. Last year, he signed distributors and set up an interna-

tional sales network. With only five employees, Excel has two subcontractors that manufacture the WaterFinder units, which allows Fawzi to keep his office small and personal.

In March 2001, the makers of the WaterFinder signed an agreement with a Singapore distributor to deliver units to 13 Asian countries. The next month, the company landed a deal worth more than \$35 million to deliver 200,000 WaterFinders to Mexico after attending a trade show.

In November 2001, Fawzi's company was honored by U.S. Secretary of Commerce Don Evans. And in

See **SMALL EXPORTERS**, next page



Small exporters sell goods to global villagers

SMALL EXPORTERS from preceding page

early April, he found his company used as an example of a successful small-business exporter in a speech to promote trade given by President George W. Bush.

But all the domestic attention has not led the company to enter the commercial U.S. market. Fawzi, an Egyptian native, admits the American market is easier to penetrate both geographically and culturally, but that doesn't mean that it's a safer investment, he says. And the United States does not have the water shortages of other countries.

Fawzi says it's easier to penetrate the American market but "you have to be very strong financially because you have competition," adding that to gain a strong position in the United States companies need to spend more on marketing.

However, Fawzi has approached the military as an avenue to the U.S. market and is still awaiting a response.

The ultimate goal is for Excel's WaterFinder to be an everyday household appliance like a microwave or dishwasher, Fawzi says.

"It depends on how long customers take to react," he says. "Drinking the air is not an easy thing to be absorbed right away."

GOVERNMENT ASSISTANCE

For a small business, entering international markets can seem like a monumental endeavor, complicated by meeting two countries' sets of regulations, tariffs and customer development. However, the billion export industry offers many profitable opportunities.

And as Fawzi found, government advice

can be invaluable in meeting international regulations for a product or service. To help Excel network and set up distribution channels, Fawzi enrolled in the Gold Key program administered by the International Trade Administration within the Commerce Department.

"We have access to a lot of other organizations," says Greg Sizemore, director of the Northern Virginia Export Assistance Center, the Virginia arm of ITA. "We can help with strategies for entering markets, and we can serve as a business trade counselor."

Gold Key links U.S. businesses with potential international partners or customers. For \$400 to \$700, the office will coordinate selective overseas meetings for a company, providing them with all the due diligence before they make the trip. Many of the contacts that are made are through embassies or one of the 120 offices abroad, Sizemore says.

Small businesses can make domestic networking contacts through their state's export assistance center and get free international research from their offices.

Market intelligence can also be inherited through partnerships with large distributors. However, those partnerships may cost a small business more than it can afford.

COATTAIL EXPORTING

"Entering a foreign market will always cost you more than you anticipated," says Iris Harvey, chief executive of Bethesda-based Marketing Strategies & Solutions (www.mssmarketing.com). "Many companies don't have the appetite—investment, management time, desire to customize products—to go international."

Harvey, an exporting consultant, has

helped Motorola, General Motors, Philip Morris as well as many small businesses penetrate foreign markets. She says sometimes the sacrifice for small companies is worth the risk.

"Large, multinational companies that succeed abroad usually have global select joint-venture partners that know how to deal with political and regulatory issues," Harvey says. "An exporter has to be sure that they are not breaking any U.S. export-control laws, and they are protecting their intellectual property from international competitors."

Alexandria-based Delta Electronics did just that by forging relationships with big-name contractors like Rockwell International, Harris and Marconi.

Delta Electronics (www.deltaelectronics.com) designs, manufactures and sells high-frequency communication equipment.

The company, founded in 1961, also got an early jump on competitors that are entering their market segment.

"We've been around so long and we're so niche that we don't compete head to head with anyone in particular," says Joe Novak, Delta Electronics' vice president of marketing.

Domestic work makes up about 40 percent of Delta Electronics' work, but the company is waiting for U.S. military work to trickle down, Novak says. But for now they have enough international work to keep the 22-person company busy.

"The U.S. is a large market, but it's mature," Harvey says. "To go into exporting, you have to have adequate marketing intelligence and view the world through a different cultural lens to succeed."

■ E-MAIL: TMAZZUCCA@BIZJOURNALS.COM PHONE: 703/312-8347

■ CLOSE UP

The U.S. Department of Commerce maintains three Web sites that help businesses with an interest in exporting.

■ BuyUSA (www.buyusa.com) allows companies to search for potential partners and customers, and make contact lists.

■ International Trade Administration (www.ita.doc.gov) operates export assistance centers for small businesses in every state.

■ U.S. Government Trade Portal (www.export.gov) helps companies find partners, get counseling and provides online information.

12. Forbes Magazine - Now's the Time for "ASIA NOW"

<http://smallbusiness.forbes.com/small-business-articles/nows-the-time-for-asia-now-402>

The screenshot shows the Forbes.com website interface. At the top, there is a search bar and navigation links for Home, Business, Investing, Technology, Entrepreneurs, Op/Ed, Leadership, Lifestyle, and Lists. Below the navigation is a promotional banner for Jim Blasingame's 'Ask Jim.biz' service, which offers small business resources like a radio show, a business minute, and articles. The main article is titled 'Now's the Time for "Asia Now"' by Doug Barry, dated July 29, 2003. The article features a photo of Hisham Fawzi and discusses the 'Asia Now' program, which helps small businesses find qualified distributors and buyers in multiple Asian markets. The article includes quotes from Fawzi and Maria Cino, director general of the U.S. Commercial Service, and provides statistics on U.S. exports to East Asian and Pacific countries. It also mentions regional trade shows in Singapore and Hong Kong.



throughout the region to meet with U.S. exhibitors, who work out of U.S. pavilions at the trade shows.

Trade Shows That Deliver The Goods

During the recent retail and consumer goods show Rite Asia in Singapore, 12 U.S. companies attended and met with Commercial Service specialists from 14 countries in the region to develop plans for entering one or more of these markets. Show results from the U.S. exhibitors were excellent with some companies reporting sales off the floor and others announcing pending orders valued at \$2 million, according to George Ruffner, senior commercial officer in Singapore. In addition, they expect to conclude nearly 30 representation agreements with various Asian agents and distributors they met at Rite. The U.S. participants represented many products of interest to Asian buyers, including California wine, oral hygiene products, freeze-dried soups, and herbal remedies. During the show, U.S. Ambassador Franklin Lavin briefed exhibitors on the opportunities and challenges of doing business in Singapore and the region.

Another service offered through Asia Now is the Asia Now Express Service, which provides U.S. businesses with an initial response to market questions within 24 hours. This free service provides advice on duty rates, general information on country standards for specific products, and more. The service is available in Australia, New Zealand, Singapore, the Philippines, Indonesia, Taiwan, South Korea, Hong Kong and Malaysia.

Robert Connan, the senior commercial officer in Sydney, Australia, who piloted the service, says it was created to whet the appetites of U.S. business people who might not give this part of the Asia Pacific a second thought. "When American business thinks of Asia it's usually China, then maybe Japan. But all of these countries, even ones whose economies have stumbled, still have vibrant sectors where people are buying. We know or can find these buyers, and more often than not they will have a preference for 'Made in USA.'"

Connan explains that the quick turn around for answers to questions about the Australia market has generated for his office during the past several months more than 50 new clients for whom the country had not been on their radar screen. One of the clients has already made a sale and other clients are likely to follow, Connan says.

Don't Procrastinate

Cino says that the time for Asia Now has come, and that this marshaling of resources should appeal especially to smaller firms whose owners find international markets too risky and beyond their personal comfort zones. With China now a member of WTO, a bilateral trade agreement in force with Vietnam, a free trade agreement nearing implementation with Singapore, and other countries in various stages of dismantling trade barriers, the emerging trend is clear: Asia will be a source of substantial new demand for U.S. goods and services, for many years to come. She adds: "Now you can make one call to your local Export Assistance Center or Commercial Service office in Asia and get access to 14 markets. There are tons of opportunities in this region. We know where they are, and we're ready to help more U.S. businesses take advantage of them."

Fawzi agrees: "We're putting a lot of effort into developing new business here, and the Commercial Service and Asia Now make it possible by lowering the costs and risks or entry."

The U.S. Commercial Service helps small and medium-sized companies export. With offices in 108 U.S. cities and 85 countries, the Commercial Service last year helped nearly 13,000 U.S. companies generate exports worth \$27 billion.

Category: [Trade: Import, Export, Globalization](#)
[BOOKMARK](#) [Print page](#) [E-mail this page](#)

ADVERTISEMENT

[SITEMAP](#) [HELP](#) [CONTACT US](#) [INVESTMENT NEWSLETTERS](#) [FORBES CONFERENCES](#) [FORBES MAGAZINES](#)
[Advertising Information](#) [Self-Serve Advertising](#) [Forbes.com Mobile](#) [RSS](#) [Reprints/Permissions](#)
[Subscriber Services](#) [Privacy Statement](#) [Cookie Preferences](#) [Ad Choices](#) [Terms, Conditions and Notices](#)

[Forbes China](#)
[Forbes Poland](#)
[RealClear Politics](#)

[Forbes India](#)
[Forbes Romania](#)
[RealClear Markets](#)

[Forbes Israel](#)
[Forbes Russia](#)
[RealClear World](#)

[Forbes Middle East](#)
[Forbes Ukraine](#)
[RealClear Sports](#)

2013 Forbes.com LLC™ All Rights Reserved



13. U.S. Chamber of Commerce: Faces of Trade

FACES OF TRADE
Small Business Success Stories



with Singapore



EXCEL HOLDINGS, INC.

Leesburg, Virginia
Hisham Fawzi, President
www.excelholdings.com

A trading company since 1991, Excel Holdings has helped customers navigate through the many processes, agencies, and regulations involved in international trade. Drawing on an extensive network of international contacts, Excel Holdings provides its clients with effective solutions to their transportation, financing, insurance and logistical needs.

Excel Holdings has entered the Singapore market on full cylinders. In 2001, the firm began marketing its Water Extraction and Purification System (WEPS) line of products to the commercial, industrial and military sectors. The company's trade relationship with Singapore has quickly intensified. The Singapore market constitutes 30% of Excel Holdings' gross sales and nearly 70% of Excel Holdings employment is dependent upon continued trade to this region. Due to the health benefits of WEPS and the wide extent of its distribution, the U.S. Department of Commerce presented Excel Holdings with the "Export Achievement Award."

Excel Holdings president, Hisham Fawzi, anticipates the added value that the U.S.-Singapore Free Trade Agreement will afford his company. "The FTA will definitely increase my exports, not only to Singapore, but to the whole Far Eastern hemisphere. I will be able to establish a stock hub in Singapore and ship orders directly from there, thereby eliminating redundant transport from the U.S."

Industry: Trading Company

Number of U.S. Employees: 10

Major Product Sold to Singapore: Water Extraction and Purifying System

Years of Involvement in Singapore: 2



TradeRoots® • U.S. Chamber of Commerce • 1615 H Street, N.W., Washington, D.C. • 202-463-5511 • www.traderoots.org

14. Voice of America



Voice of America®

A Trusted Source of News & Information since 1942

[About VOA](#) | [Contact VOA News](#)

• Friday, 26 February 2010

• [Latest News:](#)

Related Links

- [Excel Water Systems, Inc.](#)
- [Excel Water Systems, Inc.](#)

Books and articles have proliferated about the world's shrinking supply of clean drinking water. Now a U.S. based company exports innovative machines that produce water out of thin air.

Everyone needs water to live, but not everyone has access to clean drinking water. The situation in many countries is not getting better.

The World Health Organization estimates that 80-percent of all sickness in the world can be attributed to unsafe water and sanitation. The WHO reports that each year more than 10-million people die from water-related diseases from diarrhea, intestinal worms and parasites, to blindness, and cancers.

"We tended not to talk about the problem five-years ago or 10-years ago. Now you will not find a country that the newspaper will not have, in a week, an article regarding the water crisis going on in the country. It is hitting not only the poor community, It is hitting very rich countries in certain areas. It is affecting us all," says Hisham Fawzi, a Virginia-based entrepreneur who has come up with a low-cost solution he is marketing around the world to try to help.

The Egyptian-born executive is selling a simple machine called the Water Finder.

Based on a design by a Florida inventor, the machine pulls air through a filter that removes contaminants. Then water is extracted from the air, much like a dehumidifier. An integrated filter then cleans the water of chemicals and contaminants, making it fit to drink.

Mr. Fawzi worked with environmental engineers from the University of Maryland to refine the product that he says is the first of its kind.

The Water Finder does not depend on access to water sources in the ground to function. Mr. Fawzi says it is cost effective too, producing clean water for roughly 23-cents for four-liters. "The Water Finder can be a standard home appliance in all the homes," he says. "This is my ultimate goal. It will replace, if I can say, the bottled water in a certain way."

The machine extracts more than five-gallons of purified water from the air in relatively humid climates. In arid areas like parts of Saudi Arabia or Mexico, Mr. Fawzi markets a more sophisticated version of the Water Finder he describes as state-of-the art.

Access to uncontaminated drinking water is not just a challenge for developing countries. Mr. Fawzi talks of industrial areas in Europe, Asia, and the United States where water supplies can be a health risk too.

"The rich people depend on bottled water now, totally, in their drinking habits," he says. "And this will cut their costs. The poor, if it is like UNICEF, we go through big organizations, like World Bank to get it through."

Mr. Fawzi says a larger machine, which is adaptable for community use, can produce several-thousand liters of bacteria-free water a day..



15. Saudi Arabia: Fahad University Recommendation

Ministry of Higher Education
King Fahd University of Petroleum & Minerals
RESEARCH INSTITUTE
CENTER FOR ENVIRONMENT & WATER
WATER SECTION

وزارة التعليم العالي
جامعة الملك فهد للبترول والمعادن
معهد البحوث
مركز البيئة والمياه
قسم المياه
التاريخ: ١٤٢٤/٠٤/٢٨هـ الموافق ٢٠٠٣/٠٦/٢٨م

حضرة صاحبة السمو الملكي الأميرة ريمه بنت سعود بن عبد العزيز آل سعود حفظها الله

فاكس: ٠١-٤٤١٥٩٨٤

السلام عليكم ورحمة الله وبركاته وبعد:
بمعنني وبشرفني أن أتقدم باسم قسم المياه بمركز البيئة والمياه في جامعة الملك فهد للبترول
والمعادن، وبالأصالة عن نفسي لسموكم بالشكر الجزيل والتقدير الجرم لجهودكم ودعمكم لتقديم
المحاضرة القيمة بعنوان: معالجة متعددة المراحل لتحويل رطوبة الهواء إلى مياه
(Multi Stage Process for Conversion Air Humidity to Water)، والتي قدمها الأستاذ/ هشام
فوزي بالنيابة عن مازاس السعودية (SAUDI MARAS) و Excel Water Holdings-USA في قاعة
المحاضرات في مبنى معهد البحوث بجامعة الملك فهد للبترول والمعادن، يوم الأحد ١٤٢٤/٣/١٠هـ
الموافق ٢٠٠٣/٥/١١م.

أود أن أشير هنا إلى أن المحاضرة كانت فرصة عظيمة لإطلاع الأساتذة والعملاء والباحثين في
الجامعة والمنطقة الشرقية على هذه التقنية الرائدة والمتقدمة والهامة لتحويل رطوبة الهواء إلى مياه
صالحة للشرب، سيما وأن هذه التقنية قد تم استعمالها في العديد من بلدان العالم ومن ضمنها الولايات
المتحدة الأمريكية لإنتاج مياه صالحة للشرب في المعسكرات والمستشفيات والتجمعات السكنية في
المناطق النائية، ولأغراض الاستكشافات، وقد نالت الإمتحسان والتقدير من عدة جهات معروفة منها
رئيس الولايات المتحدة الأمريكية، وبدل ذلك على الجهود الكبيرة والجادة التي بذلت لتطوير هذه
التقنية لهذا المستوى. وأمل أن تستفيد المملكة من هذه التقنية لأغراض للشرب.

وإني أتطلع إلى تعاون بحثي بين قسم المياه مع مازاس السعودية للاستفادة من هذه التقنية في
مختلف مناطق المملكة وتحت ظروف مناخية متنوعة.

وتفضلوا بقبول فائق التحيات!!!


أ. د. وليد بن أحمد عبد الرحمن
مدير قسم المياه

16. One of 15 USA companies to advise the USA Department of Commerce

REPORT ON IDENTIFICATION AND ANALYSIS OF SMALL MANUFACTURERS THAT ARE SUCCESSFUL GLOBAL COMPETITORS

Gerald I. Susman, David T. Wilson, Anthony C. Warren
Smeal College of Business
The Pennsylvania State University

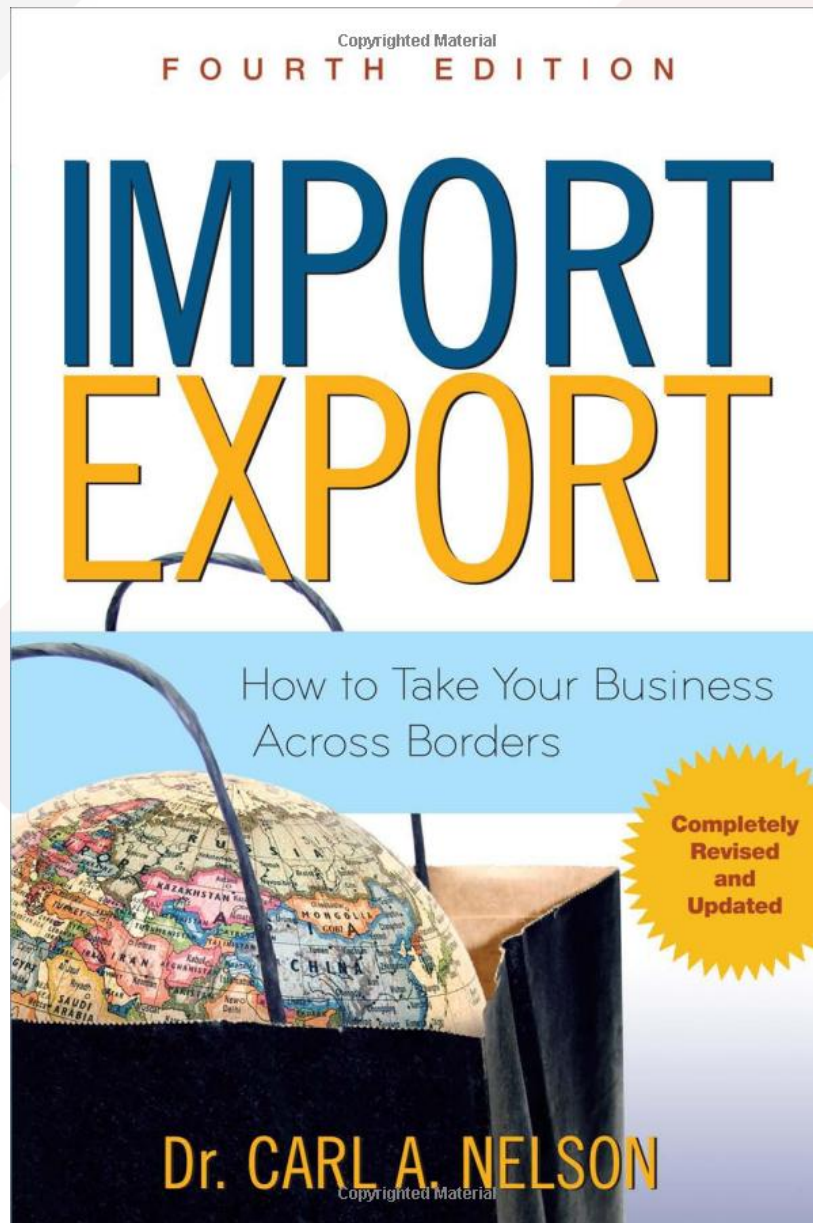
With the assistance of:

Prashant Jhaveri
Sherry Li
Alexis Saponsky

Prepared for National Institute of Standards and Technology
United States Department of Commerce
Under Contract # SB1341-03-Z-0015

TABLE 3. DISTRIBUTION OF INTERVIEWED COMPANIES						
COMPANY	INDUSTRIAL CLASS	NAICS CODE	STATE	AWARD	SALES (MM)	EMPLOYEES
Al-Jon	Machinery	333	IA	Governor's E-Award List	7.5-10	70-100
Altronic, Inc.	Machinery	333	OH	Governor's E-Award List	8.8	153
Altumats, Inc.	Plastics and Rubber Products	326	PA	Governor's E-Award List	3.74	21-30
Artcrete, Inc.	Nonmetallic Mineral Manufacturing Products	327	LA	"Success Story" in Export America, DOC	2.66	25
BioPlastics	Plastics and Rubber Products	326	OH	Governor's E-Award List	2.5-3	31-40
Brown Medical Industries	Miscellaneous Manufacturing	339	IA	Governor's E-Award List	3-4	31-40
Diamond V Mills, Inc.	Food	311	IA	President's E-Star Award List	31.5	120
Excel Holdings	Machinery	333	VA	Export Achievement Award, DOC	85	5
FCX	Transportation Equipment	336	WV	President's E-Award List	7.99	63
Herr Industrial	Computer And Electronic Products	334	PA	Governor's E-Award List	16.52	100
Kingsbury	Fabricated Metal Products	332	PA	President's E-Award List	21.9	260
Lake Shore Cyttronics, Inc.	Computer And Electronic Products	334	OH	Governor's E-Award List	4	150
Markel	Electrical Equipment, Appliances, and Components	335	PA	President's E-Award List	25	130
MIOX	Machinery	333	NM	President's E-Award List	4.25	30
Pasta Montana ⁶	Food	311	MT	Governor's E-Award List	10-15	51-75
Firm P ⁷	Chemical	325	PA	Governor's E-Award List	10-15	31-40
Roberts Irrigation Products, Inc.	Machinery	333	CA	President's E-Award List	NA	60
Rowmark, Inc.	Plastic and Rubber Products	326	OH	Governor's E-Award List	20	81
Sound Technology ⁸	Computer and Electronic Products	334	PA	Governor's E-Award List	8.4	125
West Paw Design	Apparel and Accessories	315	MT	Governor's E-Award	2.5	25
X-Rite	Computer and Electronic Products	334	MI	President's E-Award List	117.1	636

17. Referred In Trade Books such as “Import Export” By Dr. Carl A. Nelson



18. Aquasphere

Excel's Creation of The First Ever Water Generator



A Q U A S P H E R E[®]

The Blue Drip





19. The First Units Ever Build

“Proudly build in the garage”





20. Egypt Achievement Award from the Ministry of Defense





21. Signing Ceremony of The Asian Regional Center

HLM Holdings International Pte Ltd
Mr. Joseph Lee's company
President





22. USA Trade Mission to Mexico

First International exhibition that Excel participated – 2001



Mexico Industry Minister and USA Ambassador to Mexico



Mexico Trade Show – Only USA products



23. Honduras (After Hurricane Mitch)

Upon my arrival at the airport; reception headed by the Honduras President's Mother, immediately after the effect of Hurricane Mitch that hit Central America



Honduras Presidential Delegation



Acknowledgement - Honduras First Lady



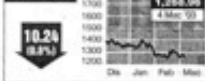
Acknowledgement - Honduras Military

24. EKONLAGA of Singapore

10 BERITA HARIAN

EKONIAGA

CARTA STI



SAHAM ASIA



HARGA SAHAM

Dunia	Second	Dunia Takaful Ampro-Income
Mandiri	Chance	Reban
Dunia Global Mandiri	Singapura	Dunia Global Takaful ETS-Kepada
Dunia Global Mandiri	Telukang	Reban
Dunia Global Mandiri	SingTel	Dunia Takaful Sinaran
Dunia Global Mandiri	SingTel 100	Reban

WaterFinder bantu hurai masalah 'cari' bekalan air

Oleh ROSEMI MOHD SAH

SATU lagi alternatif bagi 'menghuraikan' masalah bekalan air terbatas di Singapura kini muncul dalam pasaran. Alat itu, WaterFinder, dapat menghasilkan hingga 19 liter atau lensa gelis air dalam sehari hanya dengan menggunakan udara dan elektrik sahaja. WaterFinder yang dipasarkan pada harga \$1,699 itu boleh dipasangkan di rumah atau pejabat. Ia dihasilkan oleh sebuah syarikat yang diterajui oleh peniaga ladang di Amerika Syarikat, Excil Hisham Fawzi, presiden syarikat terkemuka Amerika, Excil Holdings Ltd. WaterFinder akan dipasarkan oleh anak syarikat setempat HLM Holdings International Pte Ltd, Healthy Living Marketing Pte Ltd, di Singapura mulai hari ini.

Sebelum produk WaterFinder yang dihasilkan Excil itu, Hyflux, syarikat setempat terkemuka di Singapura, memang memegang pasaran produk serupa, Aquasone, di Asia dan Australia, mulai Jan ini.

Hyflux akan menghasilkan produk yang juga menghasilkan air daripada udara itu di kilangnya di Changi South. Syarikat itu telah membeli sebuah syarikat Amerika, Air 2 Water, yang memegang hak cipta bagi mesin menghasilkan air menerusi udara tersebut.

Dalam satu wawancara dengan *Entrepreneur* semalam, Excil Hisham berkata alat WaterFinder itu direka khas oleh syarikatnya empat tahun lalu dan dipasarkan di negara-negara Timur Tengah.

"Sambutan yang sangat menggalakkan membuat syarikat kami ingin meluaskan penjualan produk itu ke serata dunia," ujar Excil Hisham, 45 tahun, yang merupakan peniaga Mesir yang berhijrah ke Amerika.

Produk sebesar saiz pembersih vakum itu dilengkapi dengan sistem peti sejuk — untuk menyedut lembapan dari udara dan wapnya dijadikan air setelah melalui beberapa proses — tapisan

"Produk ini adalah satu lagi sumber tambahan bagi masyarakat Singapura untuk mendapatkan air minuman bersih yang dijamin kandungannya — bukan daripada sumber air tetapi menerusi udara."

— Excil Hisham Fawzi, Presiden Excil Holdings Ltd.

udara secara elektronik. "Produk ini adalah satu lagi sumber tambahan bagi masyarakat Singapura untuk mendapatkan air minuman bersih yang dijamin kandungannya — bukan daripada sumber air tetapi menerusi udara."

"Saya pasti produk ini akan mendapat sambutan rakyat Singapura yang sangat menitikberatkan mutu dan keberesahan air minuman," ujarnya yang tidak menedahkan perancangan penjualan syarikatnya.

Menurutnya, kelembapan udara sekitar adalah faktor paling penting untuk memastikan daya penghasilan alat tersebut. Diusahakan terdapat banyak debu dan habuk di udara, tapisan udara itu berfungsi menjadikan komponen dalaman alat itu bersih dan tidak berhabuk.

Tapisan udara itu juga memastikan tiada debu dari udara meresap ke dalam air dan ia juga dapat memisahkan gas-gas dari udara sebelum masuk ke unit alat WaterFinder, jelasnya.

Mengulas, Presiden HLM Holdings International, Excil Joseph Lee, berkata beliau bermaksud sambutan baik dengan 10,000 unit alat itu dijangka terjual di sini menjelang akhir tahun.



Air dari udara: Presiden syarikat Excil Holdings Inc, Excil Hisham Fawzi, menunjukkan sendiri bagaimana alat 'WaterFinder' menghasilkan air minuman dari udara.



25. Malay News Report

06 新加坡新闻 联合早报 2003年3月5日 星期三

空气生水机下星期推出

生产一公升水 电费只需一角钱

空气生水机对于那些经常购买大量矿泉水的家庭,或装设蒸馏水饮水器的机构,长远来说,将可节省一笔可观的费用。相比之下,每桶19公升的蒸馏水售价7元至12元,而且饮水器的用电量也和生

我国气候潮湿,空气中充满水分,如果可以将这些水分转换成水,大家就不怕没水喝了。有些商家就利用这个点子,推出空气生水机,让人们在家里也能从空气中取水。

美国公司Excel Holdings昨天推出名为Water Finder的生水机。生水机从空气中抽取水气,经过过滤后压缩成水分,再进行多一层过滤便可以饮用了。

空气转化成水,卫生程度符合世界卫生组织和新加坡标准,生产力与创新局(SPRING)标准。

生水机下个星期在超级市场和零售商店推出,每台售价1699元。本地代理商HML国际控股估计,一年内可以卖出超过1万台。

生水机每天的造水量是19公升,机器的平均寿命至少10年。

它每产一公升的水,所需要的电力是0.8千瓦时,相当于一角钱电费。而制造水的原料——空气,则是免费的。对于那些经常购买大量矿泉水的家庭,或装设蒸馏水饮水器的机构,长远来说,将可节省一笔可观的费用。

相比之下,每桶19公升的蒸馏水售价7元至12元,而且饮水器的用电量也和生水机的相近。

不过,这部仪器的局限是每小时只能生产约一公升的水。也就是说,如果同时有很多人使用,19公升水喝完了,生水机却还来不及制造更多水。因此,人多的地方得同时设有几台生水机,才能够应付。

本地自来水原本就能直接饮用,为什么会有人愿意出钱买生水机呢?HLM国际控股集团副主席张德升说:“国人很注重健康。这么多年来,市场上有很多过滤器,就证明了健康对我们很重要。”

他透露,该公司5年前开始代理空气净化扇,目前共有超过6万名客户,因此他对生水机的销路很有信心。他说:“新加坡市场比较小,所以我们的销售重点是本区域。我们希望打入那些水源不稳定或面临食水污染的国家,开拓新市场。”

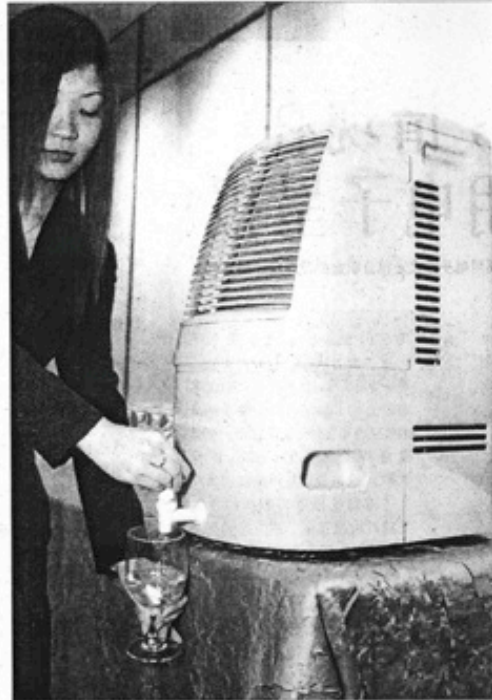
Excel Holdings是通过美国驻本地大使馆物色本地合作伙伴的。该公司昨天也和印度及中国代理签署合作协议。

美国大使雷文凯受访时说,虽然新加坡市场小,但是体制在很多方面很类似美国市场,因此美国公司到新加坡发展,前景很好。

事实上,在本地提供类似仪器的公司不止一家。本地公司凯发前阵子就宣布,将在今年6月大量推出可以将空气变成食水的饮水机Aquosus。此外,市面上也有一家印度公司在小贩摊售卖类似的产品。

这些不同商家的造水产品,性质和造水原理十分相似,售价也都是每台1000多元。

张德升说,他们不担心竞争,反而欢迎更多商家推出类似产品,让公众对生水机的概念更熟悉,吸引更多



生水机每天的造水量是19公升,机器的平均寿命至少10年。

凯发发言人也说,Water Finder的面市,不会影响Aquosus的销路。不过,他强调,凯发拥有“将空气转化成食水”概念的专利权,公司将进行仔细的探讨,以决定下一步行动。他说:“有人担心水管生锈,有

人担心氯(chlorine)长期会对人体有害,有的希望能掌控水源以防出现水管损坏等意外,所以这类器材的市场很大。”



26. Japanese Press

生水机本地面市 今年需求逾万个

郭倩婷
报道

用空气“造”水，为消费者提供多一个用水的选择。

你可以想像用空气就可“造”水，而且这些水是可以饮用的，对缺水 and 干旱的地方，尤其难得。肩负这项任务的是称为Water Finder的生水机，它是出自美国的“造”水科技，好处很多，它不但耗电量少，使用方便，水质也非常纯净。

生水机是由维几尼亚(Virginia)的EXCEL控股公司研究和制造。领导研究工作的是该公司的首席希萨·法智。他在受访时说：“越潮

湿的空气越好，造水机的操作原理类似冷气机的运作，不过，从空气中所抽取的水气将被压缩成水分，然后再由造水机过滤。”

“我们也设计了适合不同环境和需要的造水机。例如在沙漠使用、工业、酒店、学校、医院、办公室和军事用途等。Water Finder是属于家庭用途的造水机。”

Water Finder生水机的零售价是每个1699元左右，它每天可以“制造”19公升（或5加仑）的纯净水不必煮沸就可以喝，这样一天的平均总成本是2.10新元。它的平均“寿命”是至少10年。

有关方面现在也正

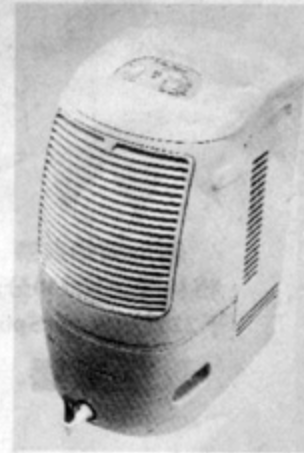
在研究利用太阳能操作的可能性。

值得一提的是，由Water Finder“造”出来的水，已经获得PSB集团（PSB Corporation）的检测和核准，证明可以饮用。

本地的HLM国际控股私人有限公司是生水机在亚洲的总代理，而该公司的子公司Healthy Living Marketing是新加坡市场的分销商。

据估计，本地市场今年对Water Finder生水机的需求量将是1万2000个。HLM国际也将开拓中国和印度的市场，单在上海，生水机打进市场第一年的需求可能就达到5万个，预计在5年内，中国南部

城镇对生水机的需求将会是每年平均增长20%。



最好将Water Finder生水机放置在空气流通顺畅的地方。
(图片由HLM国际提供)





28. AQC1500





29. AQC30





30. Aquasphere-Mobile Military Series



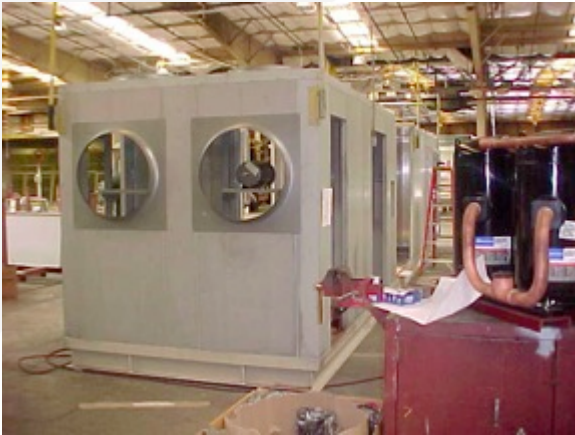


31. Water Finder Production Line





32. Aquasphere Production Facility





EXCEL
INTERNATIONAL, INC.™

Since 1990

Passed through

4 recessions

&

2008 recession that was “close to the great depression of

1929 - 1939”

AND STILL GOING...!!

**Note: The above and more can be visited at our website:
<http://excelinternational.com/EII-ourheritage.html>**



EXCEL®
INTERNATIONAL, INC.

